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Sales Reps
Buffalo #1626

		# of Accounts w/SR Frequency 75+ CPW				#Ind. RJR Contract Accts									
December, 1997															
Territory	Rep	Pack	Carton	Direct/ Indirect	Total	75+ CPW % RR Supported Calls	VAP Accts.	% Pack Accts. w/VAP	Pack	Carton	# Ind PM Excl/ Lockout Calls	Avg. Calls per Day	Avg. Ctns. Sold per call	Total Calls	Total Orders
162601	Neaf, D	107	3	4	114	68%	72	67%	66	0	7	7.6	8	133	1,073
162602	Davignon, B	91	17	0	108	61%	63	69%	55	2	15	6.9	21	121	2,494
162603	Morris, M	62	18	2	82	86%	53	85%	39	17	3	9.3	197	163	32,134
162604	Thompson, T	84	12	1	97	64%	55	65%	54	5	10	5.8	34	102	3,482
162605	Clary, N	128	14	2	144	67%	87	68%	73	9	9	6.4	3	112	355
162606	Levenstein, H	50	46	2	98	73%	62	124%	23	37	13	11.2	13	197	2,651
162607	Miller, D	80	33	9	122	68%	59	74%	46	15	14	6.6	20	115	2,344
1626 Division Total		602	143	20	765	69%	451	75%	356	85	71	7.7	47	943	44,533

		# of Accounts w/SR Frequency 75+ CPW				#Ind. RJR Contract Accts									
November, 1997															
Territory	Rep	Pack	Carton	Direct/ Indirect	Total	75+ CPW % RR Supported Calls	VAP Accts.	% Pack Accts. w/VAP	Pack	Carton	# Ind PM Excl/ Lockout Calls	Avg. Calls per Day	Avg. Ctns. Sold per call	Total Calls	Total Orders
162601	Neaf, D	109	5	4	118	68%	68	62%	67	0	7	7.0	6	123	690
162602	Davignon, B	91	17	0	108	62%	59	65%	54	2	15	7.5	15	131	1,997
162603	Morris, M	63	18	2	83	85%	55	87%	39	16	3	8.8	76	154	11,746
162604	Thompson, T	84	12	1	97	64%	54	64%	54	5	10	5.9	17	104	1,754
162605	Clary, N	127	14	2	143	67%	78	61%	70	8	9	6.8	5	119	607
162606	Levenstein, H	52	48	2	102	70%	60	115%	23	37	13	9.2	25	162	3,986
162607	Miller, D	81	33	9	123	68%	46	57%	44	14	14	7.9	21	139	2,972
1626 Division Total		607	147	20	774	69%	420	69%	351	82	71	7.6	25	932	23,752

		# of Accounts w/SR Frequency 75+ CPW				#Ind. RJR Contract Accts									
October, 1997															
Territory	Rep	Pack	Carton	Direct/ Indirect	Total	75+ CPW % RR Supported Calls	VAP Accts.	% Pack Accts. w/VAP	Pack	Carton	# Ind PM Excl/ Lockout Calls	Avg. Calls per Day	Avg. Ctns. Sold per call	Total Calls	Total Orders
162601	Neaf, D	108	4	4	116	72%	64	59%	68	0	7	8.9	6	194	1,175
162602	Davignon, B	100	4	0	104	64%	58	58%	56	2	17	8.4	13	183	2,459
162603	Morris, M	64	18	2	84	88%	57	89%	41	16	2	8.9	59	195	11,491
162604	Thompson, T	86	14	1	101	63%	55	64%	54	6	11	5.5	14	121	1,716
162605	Clary, N	128	14	2	144	66%	78	61%	68	8	9	7.2	4	158	664
162606	Levenstein, H	55	50	2	107	68%	60	109%	23	36	11	9.0	26	197	3,157
162607	Miller, D	82	33	9	124	68%	47	57%	43	14	15	8.5	18	187	3,451
1626 Division Total		623	137	20	780	69%	419	67%	353	82	72	8.1	21	1,235	26,113

		# of Accounts w/SR Frequency 75+ CPW				#Ind. RJR Contract Accts									
September, 1997															
Territory	Rep	Pack	Carton	Direct/ Indirect	Total	75+ CPW % RR Supported Calls	VAP Accts.	% Pack Accts. w/VAP	Pack	Carton	# Ind PM Excl/ Lockout Calls	Avg. Calls per Day	Avg. Ctns. Sold per call	Total Calls	Total Orders
162601	Neaf, D	112	4	4	120	67%	65	58%	66	0	7	9.4	4	164	576
162602	Davignon, B	98	4	0	102	54%	57	58%	55	2	17	11.2	7	196	1,306
162603	Morris, M	63	17	2	82	86%	41	65%	41	16	1	9.8	31	172	5,280
162604	Thompson, T	91	14	1	106	59%	60	66%	55	6	11	5.1	17	89	1,544
162605	Clary, N	125	16	2	143	65%	78	62%	70	8	11	7.2	3	127	318
162606	Levenstein, H	59	50	2	111	68%	24	41%	24	36	11	9.4	15	164	2,392
162607	Miller, D	81	34	9	124	67%	44	54%	43	14	19	8.3	21	145	3,018
1626 Division Total		629	139	20	788	66%	369	59%	354	82	77	8.6	14	1,057	14,434

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Status Report - Reps & Representatives

Retail Reps

Buffalo #1626

		# of Accounts Frequency 75+ CPW			Promo Activity				
December, 1997		Pack	Carton	Total	Avg. Calls Per Day	Avg. Ctns. Ordered per call	Temporary Displays	Total Calls	Order Books
Territory	Rep								
162620	Flansburg, S	70	19	89	6.0	6	82	105	583
162621	Skelton, R	76	14	90	5.9	1	77	104	116
162622	Ames, J	66	27	93	8.5	2	14	149	345
162623	Henrich, J	61	37	98	7.4	7	38	129	871
162624	Rose, C	64	24	88	7.0	11	127	123	1,376
162625	Carr, R	100	10	110	6.8	5	110	120	581
162626	Mineo, K	84	18	102	8.3	4	59	145	511
162627	Kiehlmeier, R	63	40	103	5.7	2	170	100	223
162628	Gould, K	69	46	115	9.4	29	115	164	4,806
162629	Uptegrove, S	92	19	111	6.5	13	128	114	1,488
162630	Tremmel, S	62	23	85	5.9	4	31	103	442
1626 Division Total		807	277	1,084	7.0	8	951	1,356	11,342

		# of Accounts Frequency 75+ CPW			Promo Activity				
November, 1997		Pack	Carton	Total	Avg. Calls Per Day	Avg. Ctns. Ordered per call	Temporary Displays	Total Calls	Order Books
Territory	Rep								
162620	Flansburg, S	70	20	90	6.2	13	160	109	1,420
162621	Skelton, R	76	14	90	6.2	4	144	109	473
162622	Ames, J	66	27	93	7.5	2	45	132	252
162623	Henrich, J	61	37	98	7.7	14	110	135	1,874
162624	Rose, C	64	24	88	6.7	11	146	117	1,315
162625	Carr, R	100	10	110	7.2	10	253	127	1,222
162626	Mineo, K	86	19	105	7.6	1	57	134	75
162627	Kiehlmeier, R	63	39	102	5.8	3	324	102	318
162628	Gould, K	69	45	114	9.8	27	167	171	4,624
162629	Uptegrove, S	94	19	113	7.2	21	184	127	2,682
162630	Tremmel, S	62	23	85	5.7	18	144	99	1,794
1626 Division Total		811	277	1,088	7.1	12	1,734	1,362	16,049

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Status Report - Retail Representatives

Retail Reps - Buffalo - #1626

October, 1997		# of Accounts Frequency 75+ CPW			Avg. Calls Per Day		Avg. Ctns. Ordered per call		Promo Activity	Total Calls	Order Books
		Pack	Carton	Total					Temporary Displays		
Territory	Rep										
162620	Flansburg, S	69	20	89	7.4		16		209	161	2,558
162621	Skelton, R	75	14	89	5.7		6		159	125	717
162622	Ames, J	69	25	94	7.0		3		43	153	397
162623	Henrich, J	64	39	103	7.4		20		89	163	3,318
162624	Rose, C	61	22	83	5.5		15		177	120	1,856
162625	Carr, R	99	10	109	5.7		20		208	124	2,502
162626	Mineo, K	89	19	108	7.5		4		129	165	706
162627	Kiehlmeier, R	62	39	101	6.0		12		317	131	1,537
162628	Gould, K	67	45	112	8.9		51		210	195	9,937
162629	Uptegrove, S	95	20	115	7.4		12		211	161	1,939
162630	Tremmel, S	60	22	82	5.0		13		114	110	1,444
1626 Division Total		810	275	1,085	6.7		17		1,866	1,608	26,911

September, 1997		# of Accounts Frequency 75+ CPW			Avg. Calls Per Day		Avg. Ctns. Ordered per call		Promo Activity	Total Calls	Order Books
		Pack	Carton	Total					Temporary Displays		
Territory	Rep										
162620	Flansburg, S	69	20	89	8.3		9		82	146	1,277
162621	Skelton, R	75	14	89	8.2		1		101	143	204
162622	Ames, J	65	25	90	7.5		3		8	132	352
162623	Henrich, J	63	38	101	6.0		10		9	105	1,098
162624	Rose, C	64	22	86	7.8		19		113	136	2,638
162625	Carr, R	97	10	107	8.1		3		68	142	358
162626	Mineo, K	90	20	110	8.2		3		40	144	380
162627	Kiehlmeier, R	60	39	99	6.6		5		105	116	624
162628	Gould, K	67	47	114	10.3		8		91	180	1,395
162629	Uptegrove, S	87	20	107	8.2		6		112	144	811
162630	Tremmel, S	61	21	82	7.4		4		34	130	562
1626 Division Total		798	276	1,074	7.9		6		763	1,518	9,699

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